Document Management Storage and Retrieval Solution RFP14NEE272G

Notice to All Prospective Bidder

Deadline for written questions

4:00 p.m. Friday, May 9, 2014

ADDENDUM #2 RELEASED (WEDNESDAY, MAY 14, 2014)

We are issuing this addendum to provide more information with regards to the following questions received:

- 1. Is there a need to search for content within the documents themselves (i.e. contracts)?
 - o If yes, is this the primary OCR to be used to support document retrieval?
 - o If no, please clarify.

Answer: Yes, it is the primary motivation for OCR.

2. Is the document redaction requirement to address a security concern or is thee a need for actual content redaction?

Answer: There are security and privacy concerns in addition to the need to redact specific content.

- 3. Could you provide an example of the kind of content that will be redacted?
 - o Is the content structured (SSN) or unstructured (contractual language)?

Answer: Both structured (SSN) and unstructured languages within a document.

4. Are you looking for the system to automate the redaction process, or will the Town resource(s) manually drive the redaction process?

Answer: The Town is interested in dual functionality.

5. Will the document redaction take place as an ad-hoc process, or is there a formal redaction strategy in place?

Answer: Currently, there is not an organization-wide policy.

- 6. Is there a need to retrieve content via web browser?
 - o If so, please explain the need

Answer: Yes, Town employees would need to be able to access content through a web browser.

7. On page 17 of the bid (top section), one of the bulleted items states" Proposal must not include marketing materials" Please provide further clarification as to what can and cannot be included from a marketing perspective, with this proposal/bid response

Answer: The Town does not want information included regarding features and/or other functionality that isnot part of bidder's proposal to be included with the submission. The Town believes that this will best avoid misunderstandings as to what the bidder is offering for the price that is stated on the bid price proposal form.

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8. How are you currently using the IBM Iseries OS?

Answer: The Town operates its SunGard Public Sector applications for billing and collections (property taxes, water and sewer bills, and miscellaneous receivables) and some financial reporting. The Town also uses IBM for the public safety computer-aided dispatch programs. This is also a SunGard Public Sector product.

9. How does Citrix fit into your environment?

Answer: Citrix is used as application access for desktops, but not all desktops.

10. How does Microsoft SharePoint fit in here?

Answer: The Town does not use Microsoft SharePoint.

11. What is your overall Content Management Strategy (specifically around SharePoint)

Answer: The Town does not use Microsoft SharePoint. The strategy has been outlined in the RFP, as best it could be explained.

12. What repository is being used now to store all documents?

Answer: The Town uses Dell servers and Equallogic products.

13. Do all of your users have Microsoft Office?

Answer: Yes.

14. What is the desktop environment like for a typical user?

Answer: Windows XP or Windows 7.

15. Can you provide us with examples of the documents referenced in the RFP? (Redacted or "dummy" documents are ok)

Answer: Please follow this link for a sample of meeting minutes and agendas http://www.needhamma.gov/archive.aspx. Additionally, we have enclosed a sample of a Water report.

16. Can we get screenshots of the system you would like the solution to integrate with? (page 15, bullet 5)

Answer: Please see attached for Home Page screenshots of Infinite Visions and SunGard application.

17. Is there a specific format that you would like the response formatted in?

Answer: Please refer to page 23 of the RFP, the Town has indicated that six (6) paper copies and one (1) electronic version of the technical proposal is submitted.

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- 18. Are there any other systems apart from the systems mentioned below with which the proposed document management system needs to be integrated?
 - Citrix
 - o Infinite Visions for Accounting and Financial
 - SunGard for General Ledger Please clarify.

Answer: Correct, the Town also uses SunGard for billing and collections, e.g. property taxes, miscellaneous billing, and water and sewer service billing, and the Town also uses SunGard Public Sector for its public safety computer-aided dispatch application.

- 19. We understand that less paper initiative is key requirement of project and so there will be requirement of capture solution for scanning backlog as well as ongoing paper documents and files with support for the following:
- Both bulk and web scan capabilities
- Automatic extraction of data using OCR
- Automatic file and document separation using blank page separator, barcode separator and fix page
- Automatic correction of parameters like improper resolution, format/ compression not proper, skew, wrong orientation, error in automatic cropping, punch hole marks etc during scanning

Please confirm our understanding is correct.

Answer: Yes, what the Town is seeking for is inclusive of such examples.

20. Is Needham Town open for adopting a new scanning solution which is seamlessly integrated with the proposed document management system or looking only for integration of proposed DMS with the existing Ricoh and Canon scanning systems? Please Clarify.

Answer: The Town would prefer to use existing equipment in order to keep costs down. However, the Town will consider any proposal which meets the minimal requirements.

21. If new scanning solution is required, then at how many scanning stations would be setup as part of the current project scope?

Answer: The Town is unable to answer at this time.

22. Since backlog scanning is a part of the current project scope, please provide the clarity about the backlog volume which needs to be scanned as part of the current project scope.

Answer: Scanning is not part of the scope.

23. Request you to include the following specification to ensure best of breed document management solution:

Archival of Documents

- Categorization of documents in folders-subfolders just like windows interface. There should not be any limit on the number of folder and levels of sub folder

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- Document Version Management with Check Out / Check In
- Extensive document and folder level operation such as move / copy, email, download, delete, metadata association etc.
- Repository should be format agnostic
- Indexing of the documents on user defined parameters
- Association of the key words with the documents

Answer: The Town is not clear on what the question is, but the information was contained in our RFP.

24. Request you to please provide clarity about the support and maintenance period as part of current project scope.

Answer: The Town would be looking for the bidder to disclose its support and maintenance period and what it would cover.

25. Since the Document Management System will be storing critical documents of department which needs to be archived for long term, we recommend the department should archive documents in PDF/A format with inbuilt support for view/annotations (PDF/A is an open ISO standard for long term archival and is now becoming de-facto standard in most government projects.)

Answer: The Town is not clear what the question is and is unable to respond.

26. Is Disaster Recovery site also part of the current project scope?. Please clarify.

Answer: The Town is interested in what your firm offers for Disaster Recovery, if anything, but is it not a requirement.

27. Is there any timeline the department has for implementation of this project?

Answer: The Town is looking to Bidders to propose a timeline. This is a new endeavor for the Town and hence the Town has not set a pre-determine timeline. We anticipate that the project will begin in late summer/early fall of 2014.

28. Request you to please provide clarity on the uptime of the proposed solution.

Answer: The Town would expect the product to be available 24/7, if it's not, the Bidder should explain why.

29. Which all DMS systems has Needham Town seen in the last 1 year?

Answer: The Town has met informally with various vendors who reached out to the Town, as well as seen product presentations at trade shows.

30. What is the approximate budget of the project?

Answer: About \$80K.

31. In how many departments of the town does the proposed Document Management system need to be implemented?

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Answer: All of them, about 30 or so.

32. Since Town of Needham has asked vendor for Record Management, request you to include the following specification to ensure best of breed record management solution: The Record Management System should be certified to one of the record management standards like DoD-5015.02/VERS/ISO 15489 etc.

Answer: The Town is unable to respond to this question.

33. 'As per mentioned under section Quality Requirements "Bidder must propose a non-proprietary solution, in which the Town would be able to access stored data even if the Bidder was to cease to provide these services in the future."

We are providing the COTS based solution which archives the documents in non proprietary format. Moreover if required then we can also enter into an escrow account incase you require the source code of the project or can provide the utility for migrating the data from our system to other system if department don't want to continue with the solution in future.

Request you to please clarify whether COTS based solution are allowed to participate in the bid or not.

Answer: Yes the Town will consider Commercial Off The Shelf (COTS) solutions.

34. Is there any timeline which the department has envisaged for implementation of this project?

Answer: Please refer to answer to question 27.

35. Would Hardware delivery be part of the current project scope?

Answer: No.

36. Does FCHA has existing hardware . If yes, please provide the details about application servers, database servers which are there in the department. Please clarify.

Answer: Please refer to the RFP, page 15 for existing hardware. The Town does not understand what "FCHA" stands for.

37. Does the solution need to be deployed in Vitual environment or non virtual environment. If the solution will be deployed in Virtual environment, then what is existing infrastructure available in the department.

Answer: We prefer a virtual environment. Existing infrastructure we have Dell servers with attached Equallogic storage with fiber between buildings.

38. Are there formalized Records and Information Policies and Procedures in place that need updating or revising?

Answer: The Town follows the Commonwealth of Massachusetts Public Records Law.

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39. Is there a Records Management function? If so, who does it report to?

Answer: No.

40. Will the ECM solution be under the control of IT or another function?

Answer: ITC (Information Technology Center).

41. Is Needham looking for the vendor to update existing procedures for digital document storage?

Answer: No.

42. Does a town wide taxonomy exit (listing of all record types)?

Answer: Please see examples in RFP, page 14.

43. Does the current internal scanning operation meet ISO standards:

Answer: No, this is the reason the Town is looking for a Document Management Storage and Retrieval Solution.

44. Will paper documents converted to digital be destroyed once the conversion is completed?

Answer: Not relevant.

45. Should pricing of Records Governance policies and procedures and program set-up be included in the ECM pricing or be offered as an option?

Answer: The Town is not seeking consulting services for policies and procedures. The Town adheres to the Commonwealth of Massachusetts Public Records laws.

46. Can Needham provide an organization chart?

Answer: Yes, please see attached.

47. Is the cost of conversion of Laserfiche to the solution to be included in this bid?

Answer: The Town is seeking the functionality but not requesting that the vendor do the work, therefore there should be no cost.

48. Is the cost of integrating solution to existing and developing systems to be included in the bid?

Answer: Yes.

49. Is a third party software (OCR) for the proposed solution acceptable?

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Answer: Yes.

50. Is Document Retention and Management a required feature of the solution?

Answer: This question is broad and could be interpreted in several ways. The Town is requiring a solution to collect, compile, retain and recall data, however no solution may automatically delete files.

51. Will city of county clients be acceptable as clients for Relevant experience?

Answer: Yes.

52. If a demonstration of solution is requested, will a remote web demonstration suffice or will it have to be on-site?

Answer: The Town will allow a web-based demonstration that allows for hands-on exercises. Bidders are reminded that the evaluation team must be able to work with the software.

- 53. The RFP mentions that the Town has approximately 300 staff members and 100 of those individuals need to be trained on the solution but 50 or more need to use the software concurrently. Can the Town please clarify:
 - a. Approximately how many individuals (not user licenses) will need full document access to do things such as create, modify, and delete documents or update metadata?

Answer: 100 +

b. How many individuals (not user licenses) will need read only document access?

Answer: The Town does not wish to be limited in the number of individuals accessing the information in a read-only capacity.

c. How many individuals need to be trained on Administrative functions of the software (i.e. system configuration, user creation, security configuration, etc.)?

Answer: About 6

54. What retention schedule is the Town currently using?

Answer: The Town adheres to the requirements dictated in the Commonwealth of Massachusetts Public Records Law.

55. What version of Microsoft Office is the Town using?

Answer: 2010

56. What version of Microsoft Exchange is the Town using?

Answer: 2012

57. What version of Infinite Visions is the Town using?

Answer: Version 3.1 but the product upgrades about once a quarter

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58. What version of SunGard is the Town using?

Answer: NaviLine Version 7.0 7.0.7.1

59. After the historical back log of paper documents is scanned some documents can be saved into the document management system directly from some applications, with this in mind which applications generate documents? Also, can you please include all of your line of business systems and or MS office applications?

Answer: Examples of documents to be included in the Scope that could be saved directly from existing applications were provided in the RFP (i.e. Outlook, documents generated by accounting software, etc.). For MS Office the primary applications used are Word, Excel, and PowerPoint. It is possible that documents form Publisher may be included.

60. How many documents (size of data) are store in the Laserfiche solution?

Answer: Roughly 2GB.

61. Does the Town of Needham have a specific level of integration expected with the Tyler product(s)?

Answer: Where it can be fully integrated it should otherwise a process needs to be designed to allow the user to place items into the document management solution.

62. Would the Town of Needham be interested in a case management solution?

Answer: No.

63. Would the Town of Needham be interested in records management functions to manage records disposition schedules?

Answer: If it is not part of the proposal it could be offered as an option

64. Does the Town of Needham plan to host the system on premise or does the town prefer a cloud solution?

Answer: The Town prefers a system on premise but is not adverse to a cloud based solution.

65. Will the Town of Needham be sharing the list of vendors responding to this RFP?

Answer: Yes, after all submissions have been received and the contract has been awarded.

66. How many users will require access to the system?

Answer: 50 to 60 concurrently, but an infinite number of users may need to access the system in view-only capacity.

67. What is your allocated budget for the project?

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Answer: Please refer to question 30

68. In your bid are you looking for any hardware, such as copiers, printers or scanners to use in storing and retrieving your documents?

Answer: No, the RFP is for software only.

- 69. In the RFP Part 2 Scope of Services, section- Overview, paragraph 2 (page 14) you make reference to the need for onsite or web-based administration of your new Document Management Solution.
 - Could you please outline the specific responsibilities you would foresee in this role vs. those of local IT staff? Please detail.
 - Answer: The onsite or web-based administration is specific to the local (i.e. The Town's) IT staff. We would be expecting the vendor to provide support and maintenance not administration.
 - Is there currently sufficient security protocol to allow for remote access and administration, or would that be part of the project effort?
 - Answer: the Town is looking for vendors to provide support and maintenance services only.
- 70. In the RFP Part 2 Scope of Services, section- Background, bullet #4 (page 15) it states "It would be the expectation of the Town that this stored data would be easily translated to the new system".
 - Are conversion services to be estimated in this RFP response or is this a future phase project?
 - Answer: The Town is seeking the functionality but not requesting that the vendor do the work, therefore there should be no cost.
 - If conversion services are part of the RFP requirements, please confirm that the Town of Needham has full access to this data and the associated database schema/format to facilitate data mapping for the conversion.
 - Answer: The Town is just seeking the ability to convert existing data to the new system. We want the vendors to provide a method that would allow for the information to be easily translated to the new system, but the expectation would be for Town resources to perform the migration tasks.
 - Please provide page volume counts and the Laserfiche version(s) being used in each area.

Answer: Roughly 2GB.

71. Can you please describe what type of integration is expected with Infinite Visions and SunGard (e.g. document retrieval, database lookups, posting data, etc.).

Answer: The town would expect that the new system would facilitate document retrieval from Infinite Visions and SunGard, i.e. for reports to be brought into the document management system as effortlessly as possible. The document management system would need to allow the user to easily save those reports to its repository.

- 72. The RFP mentions "automate manual processes."
 - Are there any specific workflow processes that should be estimated in the response?

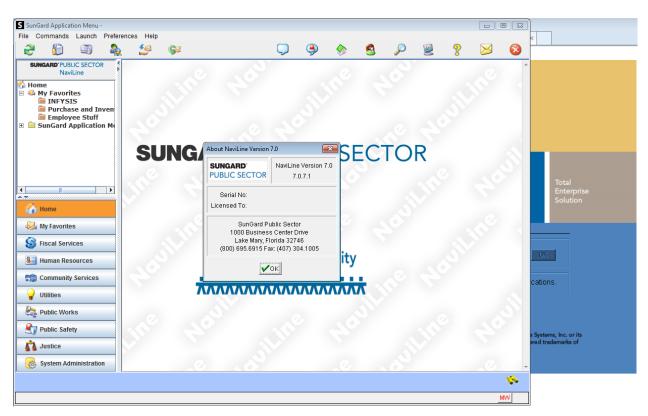
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Answer: No, the town is not looking to implement workflow within the new document management and storage system.

• If yes, please provide workflow details and user counts for those that will be involved in the process.

The above information was prepared by or in consultation with: **David Davison** ATM/Director of Finance/CPO; Roger MacDonald, MIS, Director; Tatiana Swanson Finance and Procurement Coordinator.

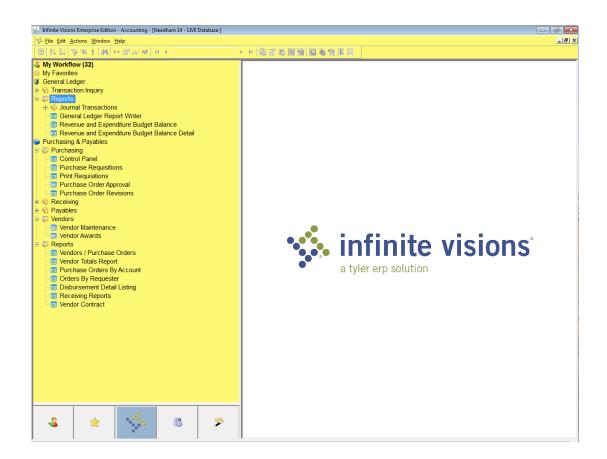
Bidders are reminded to acknowledge receipt of any and all addendums.



SunGard Public Sector - Screenshot

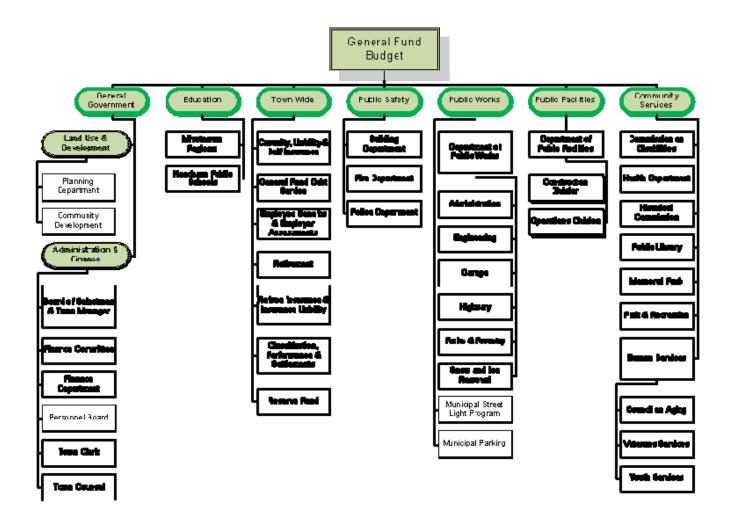
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Infinite Visions - Screenshot



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Town of Needham - Org Chart



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DELINQUENT NOTICE REPORT THROUGH DATE 5/09/14	ID/SERVICE ADDRESS ENT DELINQUENT AMOUNT AMOUNT	 	892 HIGHLAND AVE 98.30 172.30	26 WEXFORD ST 49.70 25.40	116 GOULD ST 98.30 .02	444 HILLSIDE AVE 100.45 384.95	300 HILLSIDE AVE 2,574.90	30,603.46	15 FLETCHER RD 197.70 163.65	47 MARSH RD 150.00	23 MARSH RD 238.90	297 CHESTNUT ST 400.00 451.08	776 CHESTNUT ST 282.75 331.35	700 CHESTNUT ST 93.76 48.75	640 CHESTNUT ST 570.91 282.70	29 SOUTHFIELD CT 70.00 322.05	32 JUNCTION ST UNITZ 209.85 136.95	672 CHESTNUT ST 000.00 1,875.43	3,906.01	72 HIGH ROCK ST 150.22 177.26
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	 1 1 DATE	 	2/04/14	2/20/14	4/23/1	12/30/1			3/06/14	3/14/14	5/30/1	12/09/1	12/13/13	11/21/13	3 K. 1/06/14	1/29/14	12/16/13	2/20/14		6/06/12
. 20:02:00 CXLIB	THIRD CUT DATE	10	THEODORE 7/01/14 12/15/14	CHIAPPISI REALTY TRUST 6/02/14 7/01/14 12/15/14	AVID F 0/00/00 0/00/00	JAMES P TTEE 7/01/14 12/15/14	SENIOR CENTER 7/07/14 12/15/14	ALS: 11	E ADAM & DARA 6/03/14 12/15/14	THOMAS SR. & J. JR 6/03/14 12/15/14	M CRAFT 6/03/14 12/15/14	MCINERNEY THOMAS & JEFFREY 5/05/14 6/03/14 12/15/14	JAY KEVIN & SARA 5/05/14 6/03/14 12/15/14	BUSCH JOHN & MARCY 5/05/14 6/03/14 12/15/14	JENNIFER R & HOLMES 6/03/14 12/15/14	MALCOLM 6/03/14 12/15/14	IS GUY & PAULINE 6/03/14 12/15/14	FYNN-THOMPSON NICOLETTA 6/05/14 7/07/14 12/15/14	TOTALS: E: 12	IUREN 6/03/14 12/15/14
ED 5/09/14, M UT520U F NEEDHAM		07 ROUTE:	8163 MAKARIOS /14 6/02/14	m	24929 TOCCI DAVID 0/00 0/00/00 0/0	26387 O'BRIEN 2/14 6/02/14	37451 NEEDHAM 6/14 6/05/14	CYCLE ROUTE TOTALS: LE: 10 ROUTE: 11	399 DEPHOURE ADAM 14 5/05/14 6/03,	33459 MCINERNY 4/14 5/05/14	9 F & M & 5/05/14	Ŋ		0	3 GENKINS 5/05/14	289 MACCOLL MALCOLM 14 5/05/14 6/03/1	209 DEMETRIUS 14 5/05/14 (~	ROUTE 0 ROUT	31321 PATEL BHUREN 4/14 5/05/14 6/0
PREPARED PROGRAM TOWN OF	CUSTOMER FIRST	CYCLE: 07	816 5/02/14	1816 5/02/14	2492 0/00/00	2638 5/02/14	3745 5/06/14	** CYCLE:	26899 4/04/14	33 4 59 4/04/14	52 4/04/14	2670 4/04/14	23969 4/04/14	46 4/04/14	37 4 5 4/04/14	38289 4/04/14	29209 4/04/14	36179 5/06/14	** CYCLE CYCLE: 1	3132 4/04/14

4	*																		
PAGE	ADDITIONAL DELINQUENCY PECIAL CASH EXEMPTION CODE ONLY CODE/DATE																		
	ADDITIONAL SPECIAL CASH CODE ONLY		N	N	N	Z	z	Z	Z	N	N	Z	Z	Z	N	Z	N	Z	N
	BALANCE DUE		.80	153.29	15.00	432.12	458.88	840.85	251.20	1,053.11	44.86	47.45	927.38	226.85	06.	.70	422.00	328.70	385.13
	CUT-OFF AMOUNT		.80	153.29	15.00	432.12	458.88	840.85	251.20	1,053.11	44.86	47.45	927.38	226.85	06'	.70	422.00	328.70	385.13
Ĺ	UNDER	 	YES	ON	ON	ON	ON	ON	ON	ON	NO	NO	NO	NO	YES	YES	NO	ON	ON
DELINQUENT NOTICE REPORT THROUGH DATE 5/09/14	LOCATION ID/SERVICE ADDRESS LAST PAYMENT DELINQUENT E AMOUNT AMOUNT		92 HIGH ROCK ST 226.00 .80	211 HIGH ROCK ST 155.96 153.29	71 EMERSON RD 15.00	384 HIGH ROCK ST 713.00 432.12	118 BARRETT ST 494.11 458.88	54 DEERFIELD RD 1,207.64 840.85	24 DEERFIELD RD 351.60 251.20	19 ROBINWOOD AVE 389.85 1,053.11	68 ROBINWOOD AVE 196 56 44.86	480 HIGH ROCK ST 50.00 47.45	472 HIGH ROCK ST 1,419.03 927.38	22 BARRETT ST 326.20 226.85	82 DEERFIELD RD 294.00 .90	461 HIGH ROCK ST 234.15 70	25 RICHARDSON DR 680.75 422.00	55 RICHARDSON DR 408.84 328.70	17 MURPHY RD 385.13
	LOCATION ID/S LAST PAYMENT E	[[] 	5530	5666	5700	15778	15784	15804	15812	15822	15852	15878	15880	15898	16030	16190	17868	17872	19776
	LOCZ LOCZ LOCZ DATE	 	A 3/20/14	9/30/13		1/16/14	3/28/13	10/15/13	3/11/09	9/11/13	1/06/12	5/07/14	12/10/13	12/23/13	3/05/14	3/13/14	1/23/14	4/16/13	12/14/12
20:02:00 CXLIB	THIRD CUT DATE	12	STEPHEN & PATRICIA 0/00/00 0/00/00	THOMAS F 6/03/14 12/15/14	ROCK LLC 6/03/14 12/15/14	RBERT F 6/03/14 12/15/14	aCEY 6/03/14 12/15/14	GARY 7/07/14 12/15/14	Y SOOMI 6/03/14 12/15/14	MAREA : 7/07/14 12/15/14	DOUGLAS M 4 6/03/14 12/15/14	HOMAS & KATE 6/03/14 12/15/14	MENDEL 7/07/14 12/15/14	OLUSEYI 6/03/14 12/15/14	DANIEL J 0 0/00/00 0/00/00	arc 0/00/00 0/00/00	6/03/14 12/15/14	MARGOSIAN FREDERICK F 5/05/14 6/03/14 12/15/14	AMANDA 6/03/14 12/15/14
PREPARED 5/09/14, PROGRAM UT520U TOWN OF NEEDHAM	CUSTOMER ID/NAME NOTICE FIRST SECOND	CYCLE: 10 ROUTE: 1	9629 GAUDETTE 0/00/00 0/00/00	743 RAIMONDO 4/04/14 5/05/14	38633 169 HIGH 4/04/14 5/05/14	797 SEARS HERBERT 4/04/14 5/05/14 6/03	27901 FUCCI TRACEY 4/04/14 5/05/14 6/0	1011 MCNEILL G 5/06/14 6/05/14	15099 LEE-LOWRY SOOMI 4/04/14 5/05/14 6/03/1	951 SANTOS MA 5/06/14 6/05/14	32551 VIZARD DC 4/04/14 5/05/14	36557 GRODEN THOMAS 4/04/14 5/05/14 6/03/	29707 KRINSKY MENDEL 5/06/14 6/05/14 7/07/	32951 AJAYI OI 4/04/14 5/05/14	31979 RIPIN DAN 0/00/00 0/00/00	23603 JACOBS MARC 0/00/00 0/00/00 0/	26699 KATZ JOEL 4/04/14 5/05/14	873 MARGOSIAN 4/04/14 5/05/14	34237 MORGAN RAMANDA 4/04/14 5/05/14 6/03/